



CANNON BUILDING
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STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING MINUTES:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Wednesday, December 4, 2008 at 9:30 a.m.
PLACE:	861 Silver Lake Boulevard, Dover, Delaware Conference Room A
MINUTES APPROVED	January 6, 2009

MEMBERS PRESENT

Michael L. McGavisk, New Castle County, Professional Member, Chairperson, Presiding
Edward T. Hammond, Jr., Kent County, Professional Member, Vice Chairperson
Roger Truemper, Esquire, New Castle County, Public Member
Frani Melda, Kent County, Professional Member
Larry Tims, New Castle County, Professional Member
Tammy R. Hadder, Sussex County, Professional Member
Karen Hamilton, Sussex County, Professional Member
Barbara Mitchell, Sussex County, Public Member
Dee Carroll, Kent County, Public Member

MEMBERS ABSENT

Susan Mills, Sussex County, Professional Member
Linda Brannock, Kent County, Professional Member
Geri Parisi, New Castle County, Professional Member

DIVISION STAFF

Shauna Slaughter, Administrative Specialist II

ALSO PRESENT

Sandy Fader, NCCBOR

CALL TO ORDER

Mr. McGavisk called the meeting to order at 9:43 a.m.

REVIEW OF MINUTES

A motion was made by Ms. Hadder, seconded by Ms. Hamilton, to approve the November 6, 2008 minutes as presented. Motion unanimously carried.

NEW BUSINESS

Review of Letters of Intent and Course Evaluations

All Letters of Intent and course evaluations were accepted as submitted.

Review of Course Provider Applications

A motion was made by Mr. Tims, seconded by Ms. Mitchell, to recommend to the Real Estate Commission approval or denial of the following items as noted below. Motion unanimously carried.

Course Provider: The CE Shop

Course Title:	Basics of Real Estate Taxation	Approved as Professional Enhancement
Credit Hours:	6	
Course Title:	Breaking Barriers: Fair Housing	Approved
Credit Hours:	3	
Course Title:	Cracking the Code of Ethics	Approved
Credit Hours:	3	
Course Title:	Diversity: Your Kaleidoscope of Clients	Approved as Professional Enhancement
Credit Hours:	3	
Course Title:	Foundations of Real Estate Finance	Approved as Professional Enhancement
Credit Hours:	6	
Course Title:	From Contract to Keys: The Mortgage Process	Approved as Professional Enhancement
Credit Hours:	6	
Course Title:	Keeping it Honest: Understanding Real Estate and Mortgage Fraud	Approved as Professional Enhancement
Credit Hours:	3	
Course Title:	Real Estate Appraisal for Agents	Approved
Credit Hours:	6	
Course Title:	Real Estate Technology: Your Professional's Guide to Success	Approved as Professional Enhancement
Credit Hours:	3	
Course Title:	Selling to Your Sphere of Influence	Approved
Credit Hours:	3	
Course Title:	Title and Escrow: Two Families, One Transaction	Approved as Professional Enhancement
Credit Hours:	3	

Course Provider: Corporate Initiatives

Course Title:	Understanding & Selling Successfully to the Changing Marketplace	Approved
Credit Hours:	7	

Course Provider: New Castle County Board of Realtors

Course Title:	Creating Your Own P.O.D.	Approved
Credit Hours:	2	
Course Title:	How to Get Debt-Free – Preparing for the Future	Approved
Credit Hours:	3	
Course Title:	Silver Bullet Solutions	Approved
Credit Hours:	2	
Course Title:	Surviving & Adapting to the Changing Market	Approved
Credit Hours:	3	
Course Title:	Treating the Real Estate Business as a Business	Approved
Credit Hours:	3	
Course Title:	Crash Proofing	Approved
Credit Hours:	2	

Course Provider: Association of Realtors School

Course Title:	Mortgage Fraud	Approved
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Credit Hours: 7

Review of Instructor Applications

A motion was made by Mr. Tims, seconded by Ms. Hadder, to add Marilyn Sweeney Lyons application to the agenda as item 4.3.6. Motion unanimously carried.

A motion was made by Mr. Truemper, seconded by Mr. Hammond, to recommend to the Real Estate Commission approval or denial of the following items as noted below. Motion unanimously carried.

Michael McAllister **Approved, but cannot teach Delaware Law**

Continuing Education: Federal, State or Local Legislative Issues,
Fair Housing Law, Anti-Trust Law, Real Estate Ethics or Professional
Standards, Agency Relationships and Responsibilities, Professional
Enhancement: Taxation, Finance, Appraisal, Consumer Protection,
Legal Aspects, Marketing/Property Management Courses

Paul Sunshine, Esq. **Approved**

Pre-Licensing: Real Estate Law

Moss Jackson **Approved**

Continuing Education: Professional Enhancement: Better Understand &
Effectively Serve Diverse Clients – with special focus on New Homebuyers

Todd Roselle **Approved Contingent Upon Receipt of a Resume**

Continuing Education: Professional Enhancement: Crash Proofing
Broker's Course: Financing

Vincent Ingui **Approved**

Continuing Education: Professional Enhancement: Crash Proofing
Broker's Course: Financing

Marilyn Sweeney Lyons **Approved**

Pre-Licensing: Real Estate Mathematics

Review Student Requests for Approval of Educational Activity

A motion was made by Mr. Truemper, seconded by Mr. Tims, to recommend to the Real Estate Commission approval of the following items. Motion unanimously carried.

Student Name: Ryan Gehris **Denied**

Activity Title: Florida Essentials of Real Estate Investment

Credit Hours: 12 hours

Student Names: Rick Allamong, Chris Whitfield, Harry Kreger **Approved**

Activity Title: DREC Subcommittee/Review Statute Revisions

Credit Hours: 15 hours

Correspondence

There was no correspondence.

Other Business Before the Committee (for discussion only)

Ms. Slaughter provided the Committee with a copy of the 2009 meeting dates.

Ms. Slaughter requested that an agenda item be added to the January agenda to discuss the responsibilities of a course monitor, and evaluate whether there is a need to update the education guidelines with that information.

Ms. Slaughter thanked the Committee members for all of their efforts in 2008 and advised them that their service is appreciated.

Public Comment

Ms. Fader addressed the Board regarding Delaware and Maryland being reciprocal for CE acceptance. She asked the Committee about this a few months ago and she was advised that they are reciprocal. Delaware will accept Maryland CE for elective credits as long as the course is not Maryland specific. Ms. Fader is concerned because when she contacted Pat with the Maryland Real Estate Commission she was told that Maryland does not automatically accept Delaware CE credit. Mr. McGavisk advised Ms. Fader that he has spoken with Pat's boss and was informed that they do accept Delaware CE. Additional research will need to be done to resolve this issue.

Ms. Fader also asked if the Education Committee meetings for 2009 will be changed to 9:00 a.m. Ms. Slaughter advised her that just the January meeting was changed to 9:00 a.m. and that is because the meeting day had to be switched because of the holiday. All other meetings in 2009 will be at 9:30 a.m. as usual.

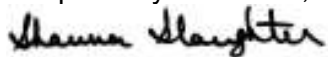
Next Scheduled Meeting

The next meeting will be held on Thursday, January 6, 2008 at 9:00 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

Adjournment

There being no further business, Ms. Hadder made a motion, seconded by Mr. Melda, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 10:45 a.m.

Respectfully submitted,



Shauna Slaughter
Administrative Specialist II